

**ROSSI**

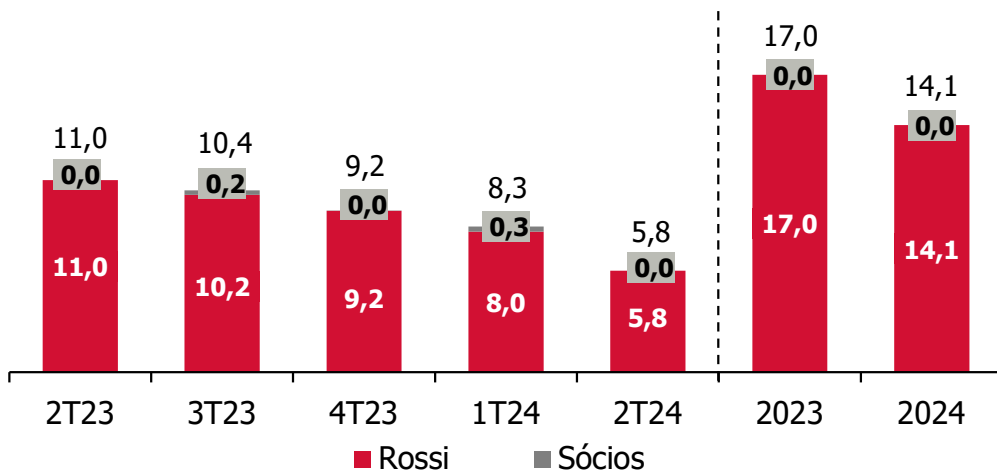


# Resultados 2T24

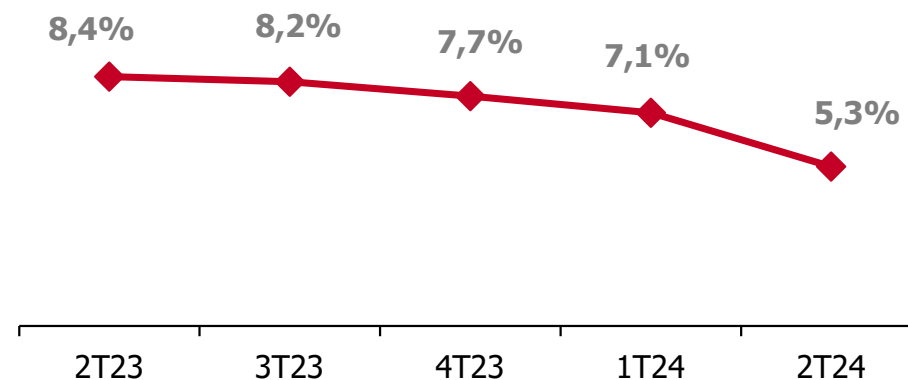
16 de agosto de 2024

# Indicadores Operacionais

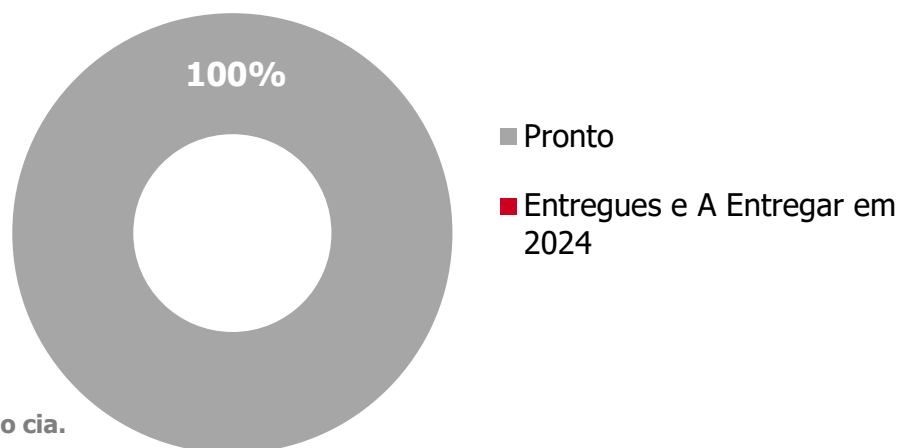
## Vendas Brutas | R\$ MM



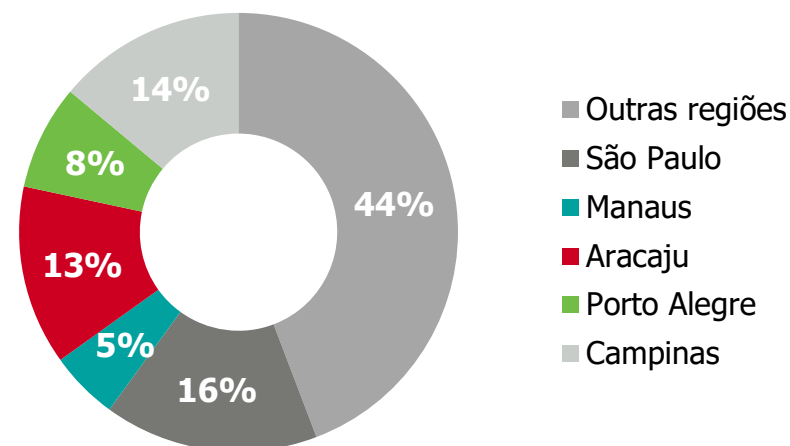
## VSO Trimestral (% Rossi)



## Vendas Brutas 2T24 | Estágio da Obra<sup>1</sup>



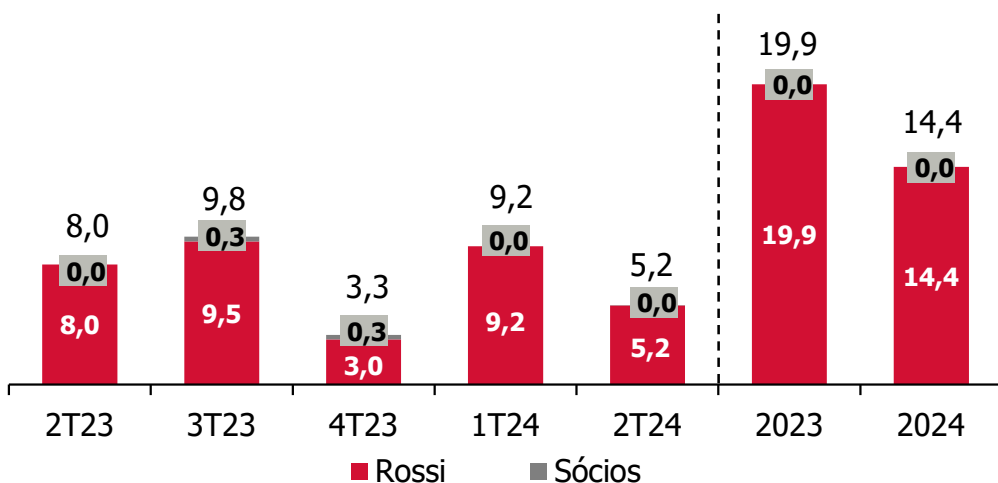
## Vendas Brutas 2T24 | Região<sup>1</sup>



<sup>1</sup> Participação cia.

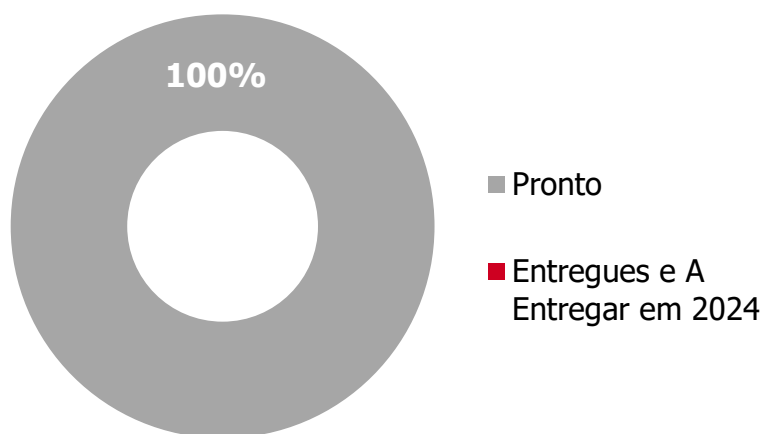
# Indicadores Operacionais

## Rescisão | R\$ MM

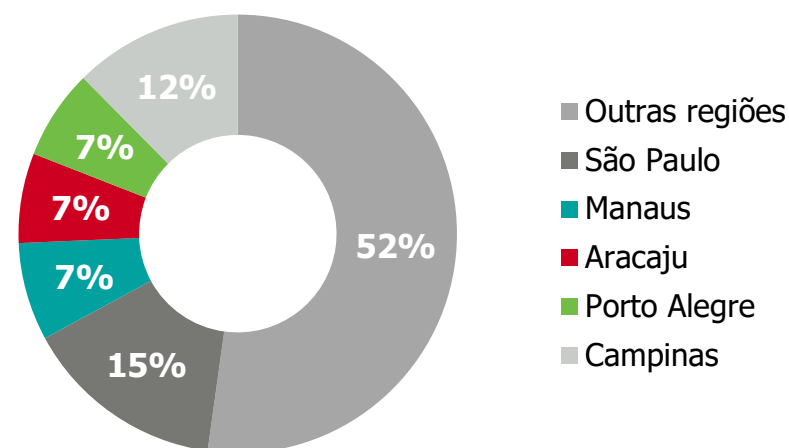


- A Companhia alcançou um índice de revenda de **86%** neste primeiro semestre, mantendo seu bem-sucedido esforço de comercialização das unidades rescindidas.

## Rescisão 2T24 | Estágio da Obra<sup>1</sup>



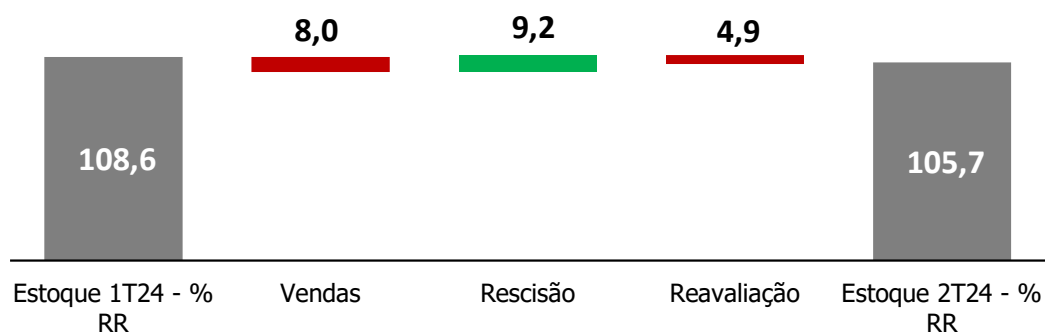
## Rescisão 2T24 | Região<sup>1</sup>



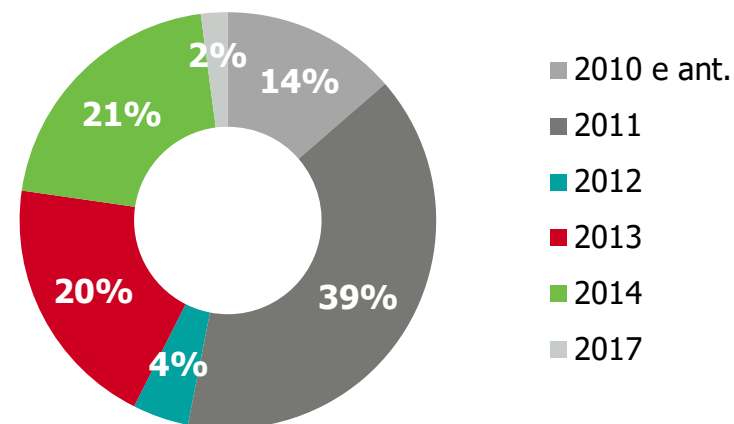
<sup>1</sup> Participação cia.

# Estoque

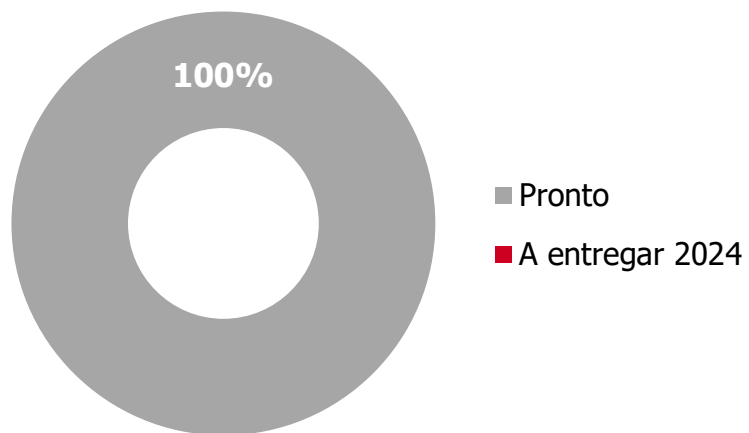
## Evolução do Estoque – 1T24 x 2T24 | R\$ MM



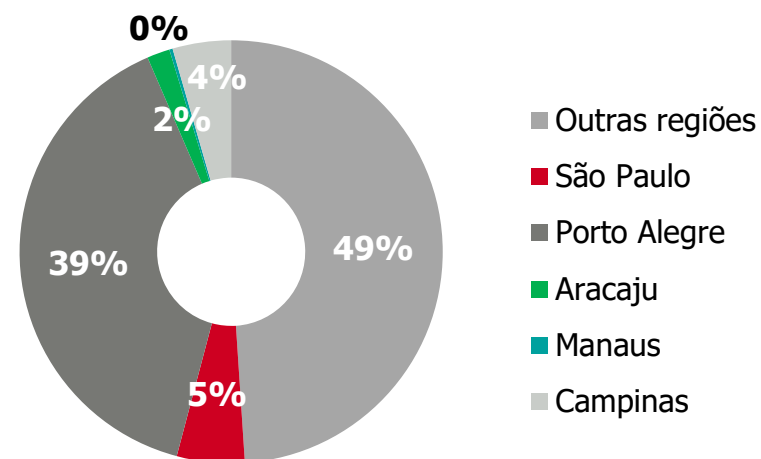
## Estoque 2T24 | Ano de Lançamento<sup>1</sup>



## Estoque 2T24 | Estágio da Obra<sup>1</sup>



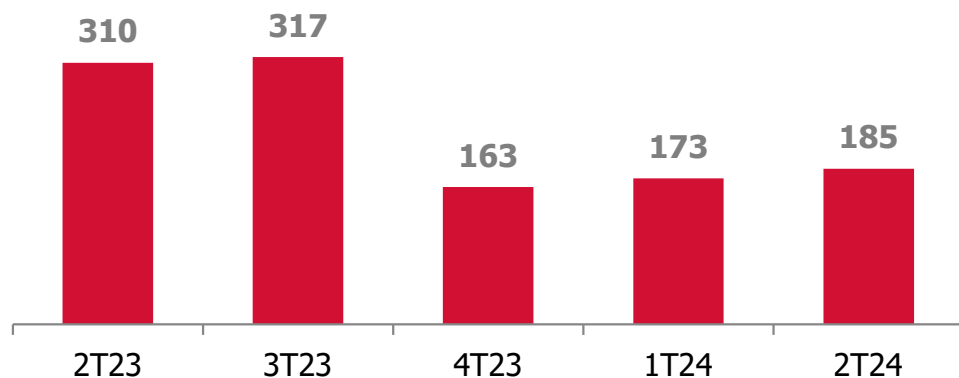
## Estoque 2T24 | Região<sup>1</sup>



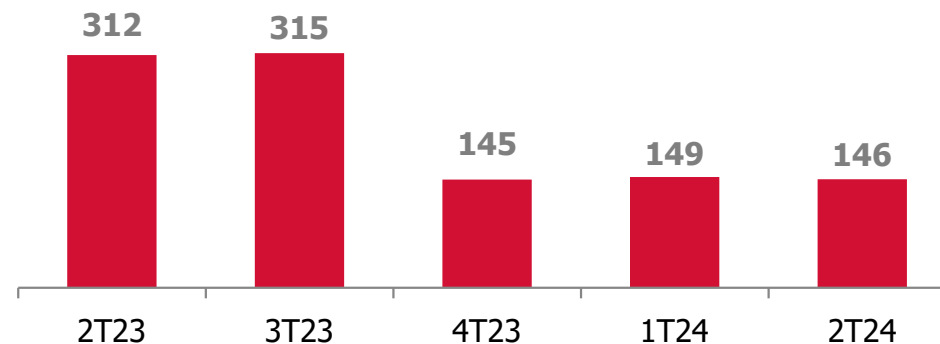
<sup>1</sup> Participação cia.

# Evolução do Endividamento - IFRS

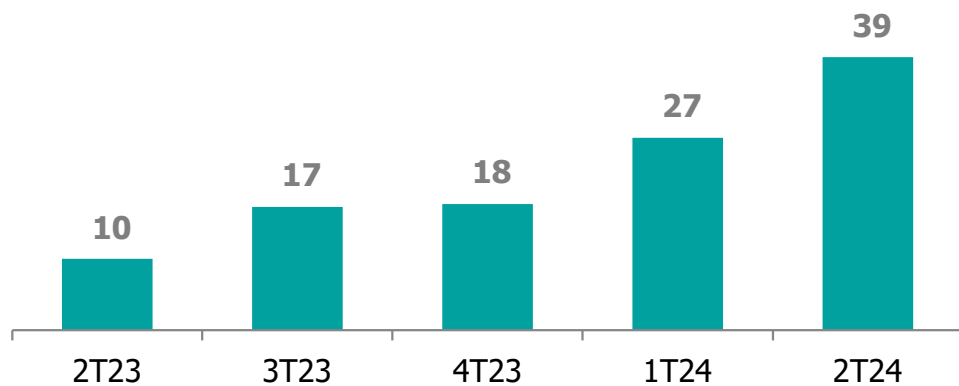
Endividamento Corporativo | R\$ MM



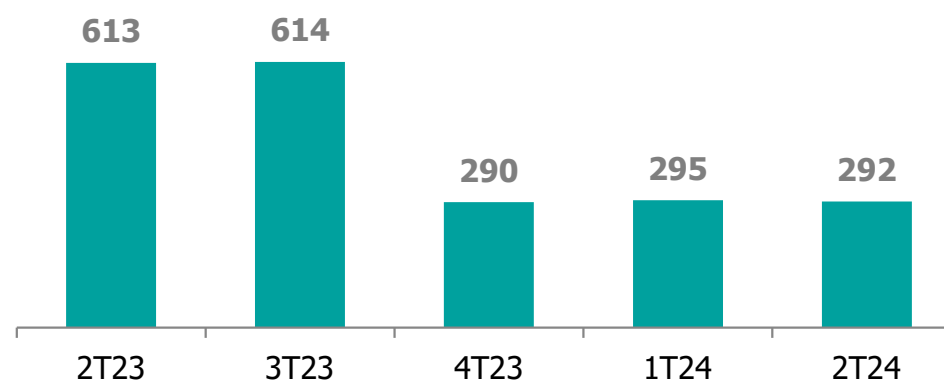
Endividamento SFH | R\$ MM



Caixa e Disponibilidades | R\$ MM

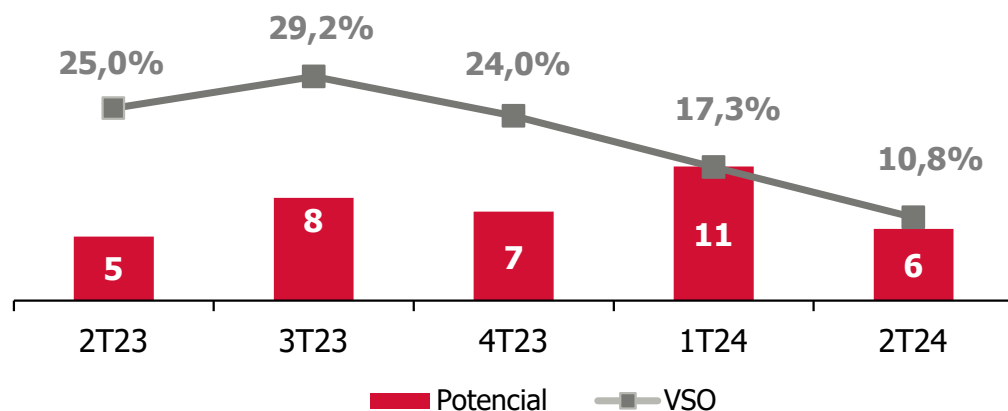


Endividamento Líquido | R\$ MM

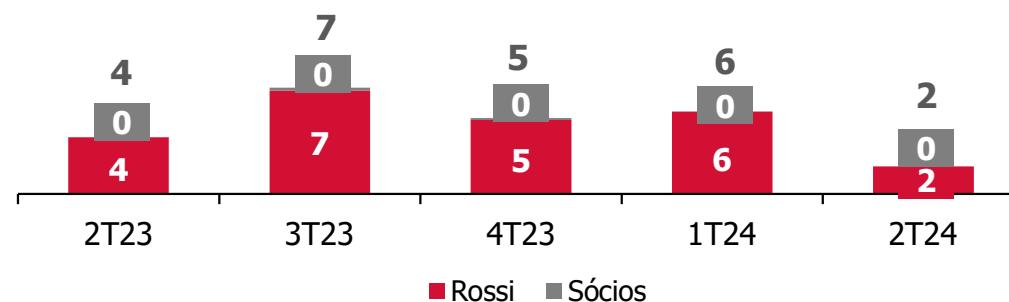


# Drivers do Fluxo de Caixa

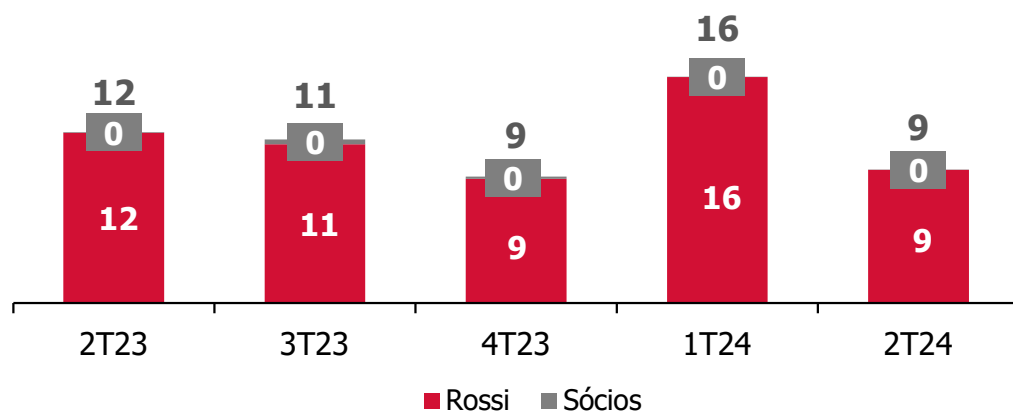
## Velocidade do Repasse | VSO



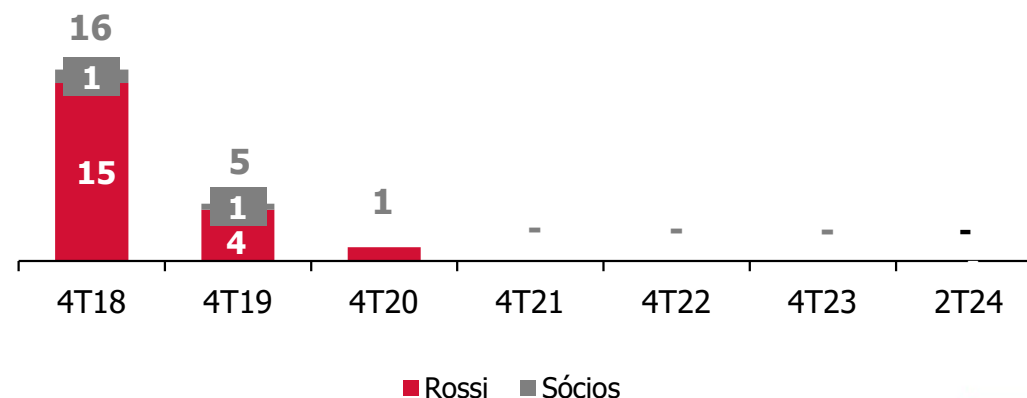
## Repasse (assinatura + quitação) | R\$ MM



## Entrada de Caixa | R\$ MM

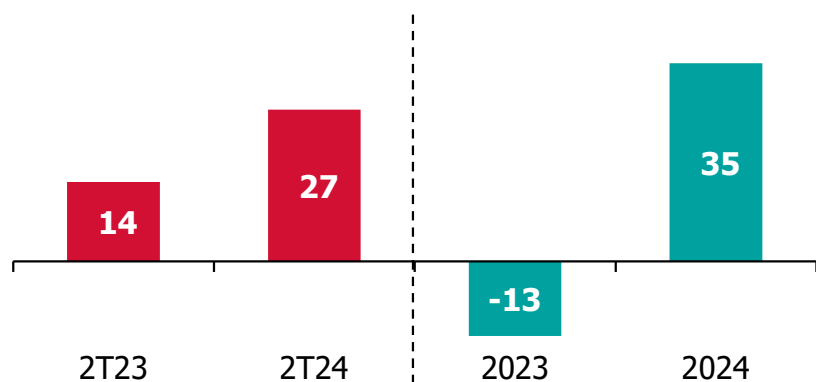


## Custos a Incorrer | R\$ MM

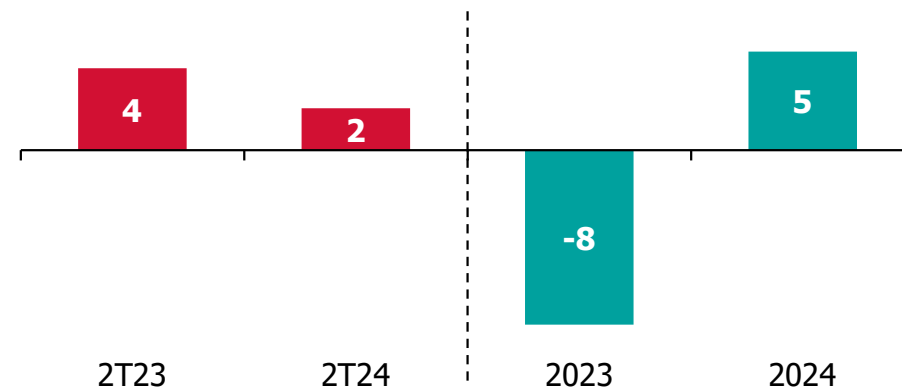


# Destques Financeiros

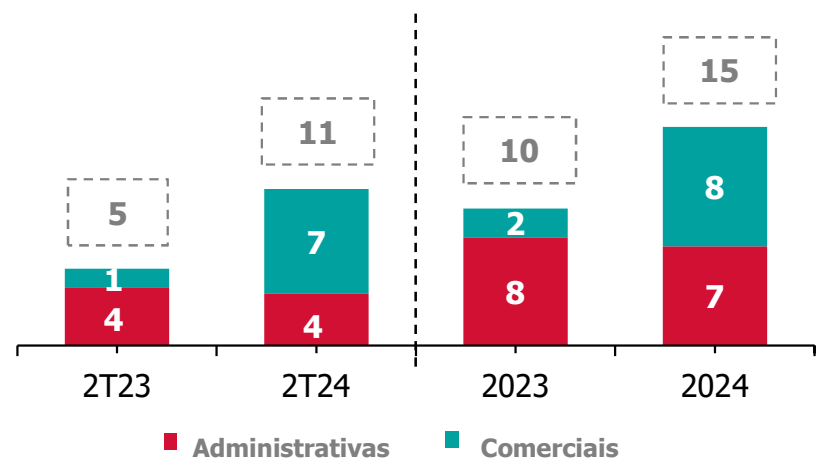
Receita Líquida | R\$ MM



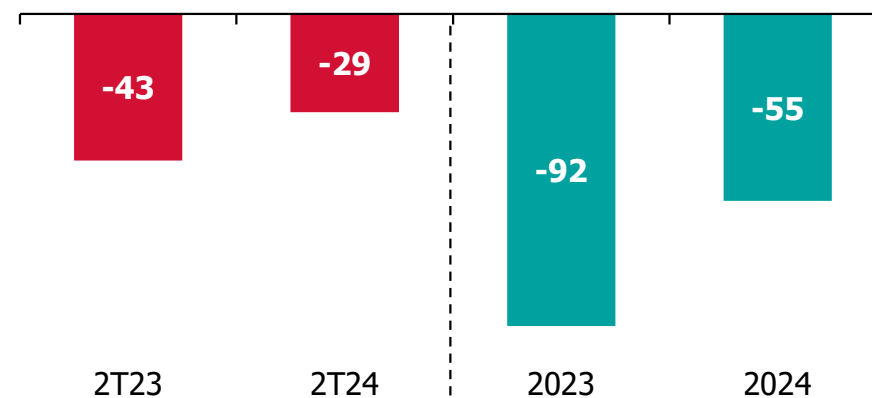
Lucro (Prejuízo) Bruto Ajustado<sup>1</sup> | R\$ MM



SG&A (IFRS) | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



<sup>1</sup> Margem bruta ajustada: exclui os encargos financeiros

## Equipe de RI

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CEO e DRI

**Equipe RI**  
Pérsio Careli  
Vinícius Canto

**ROSSI**



**ROSSI**

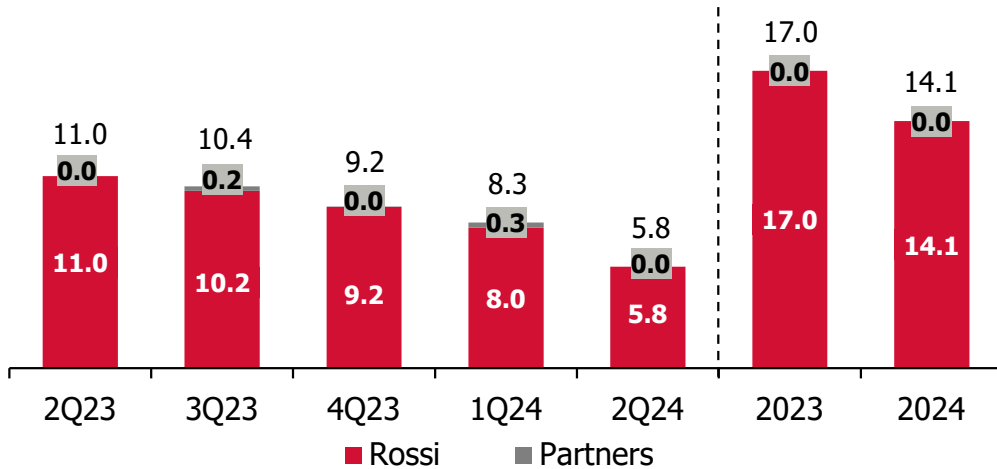


# 2Q24 Results

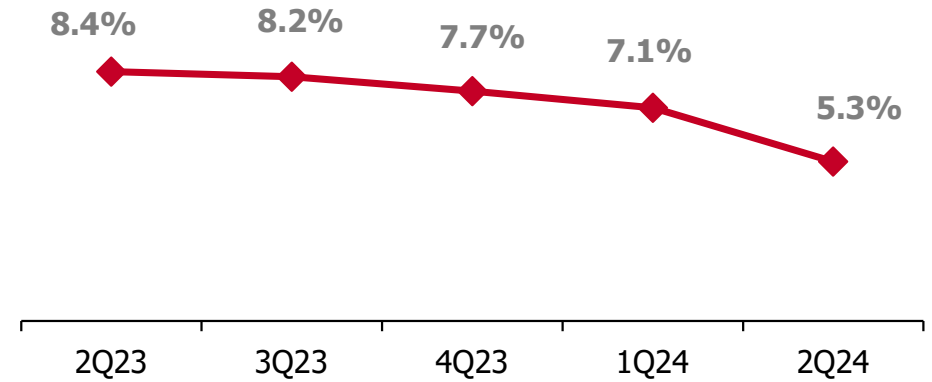
August 16, 2024

# Operating Indicators

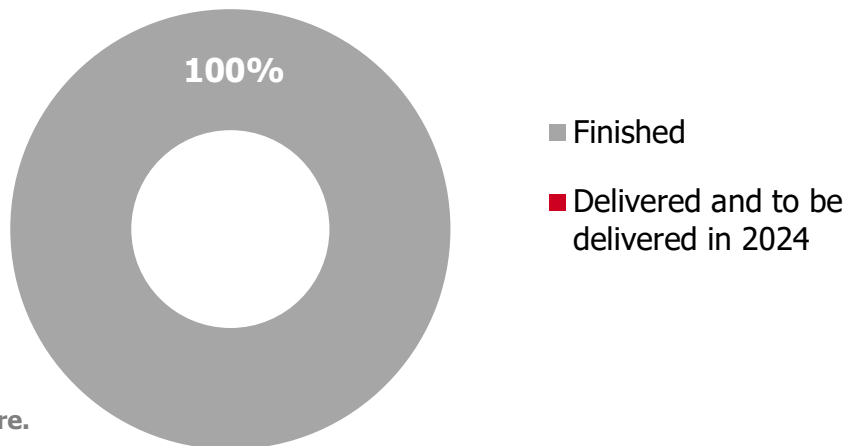
## Gross Sales | R\$ million



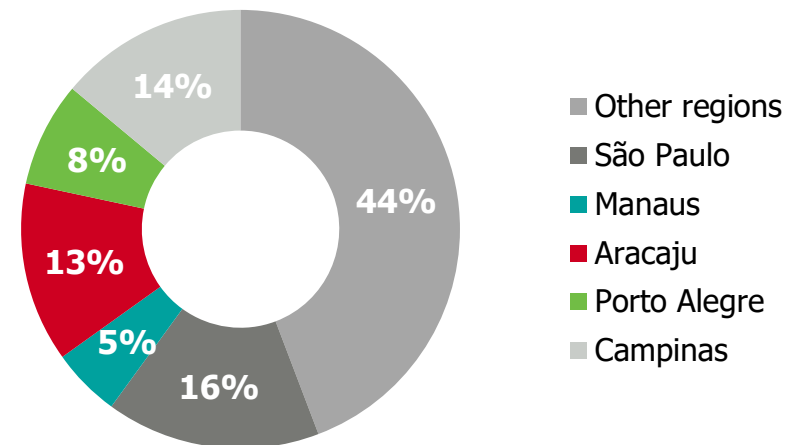
## Quarterly SoS (% Rossi)



## Gross Sales 2Q24 | Construction Stage<sup>1</sup>



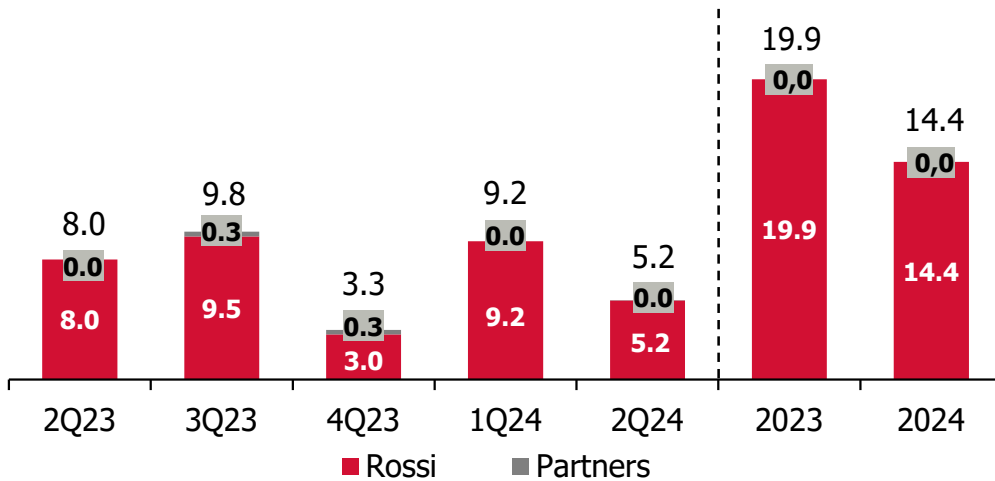
## Gross Sales 2Q24 | Region<sup>1</sup>



<sup>1</sup> Rossi's share.

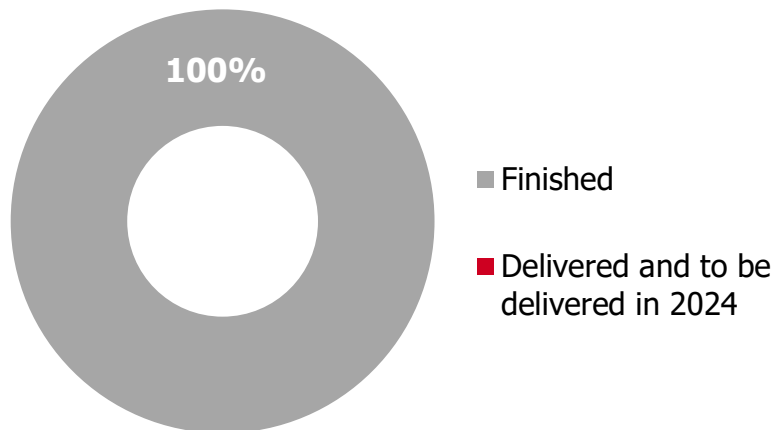
# Operating Indicators

## Cancellations | R\$ million

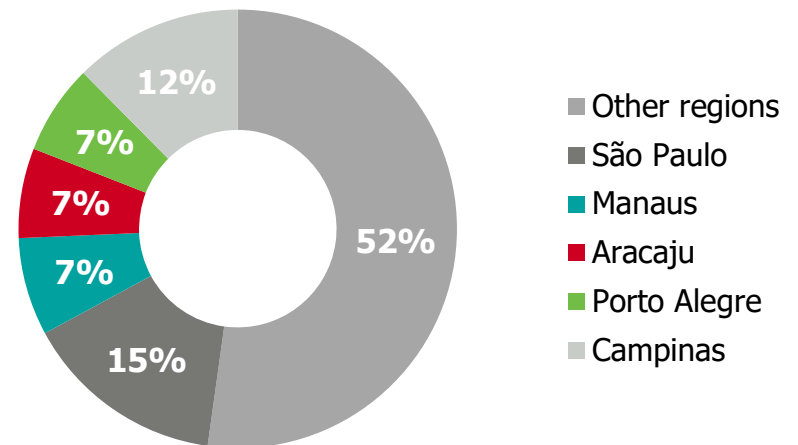


- The Company's resale efficiency rate reached **86%** in 2Q24, driven by its successful sales efforts.

## Cancellations 2Q24 | Construction Stage<sup>1</sup>



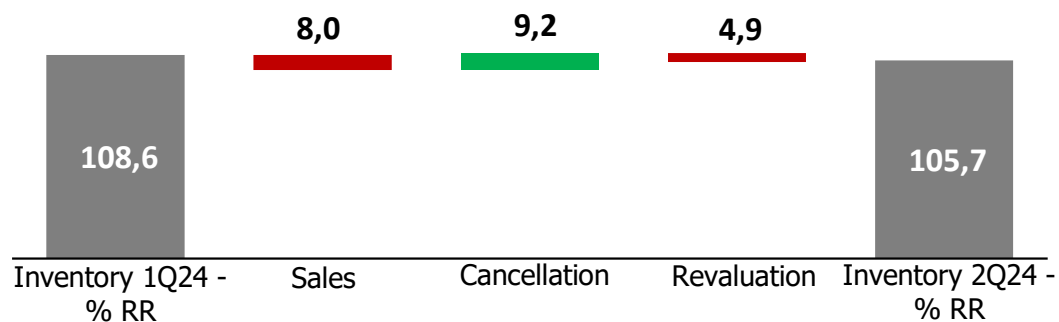
## Cancellations 2Q24 | Region<sup>1</sup>



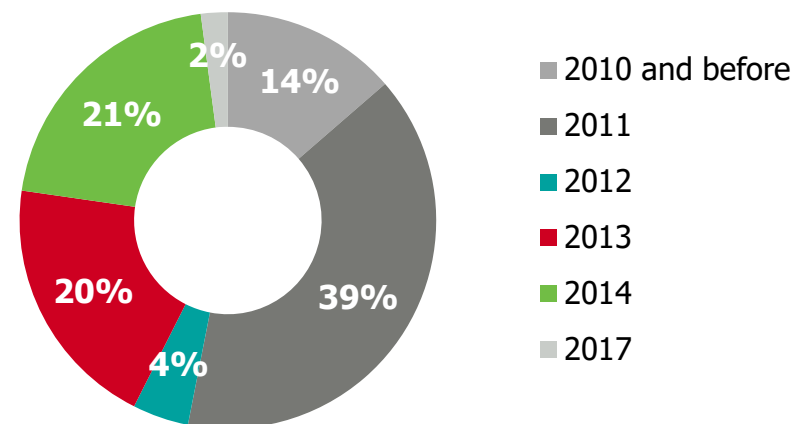
<sup>1</sup> Rossi's share.

# Inventory

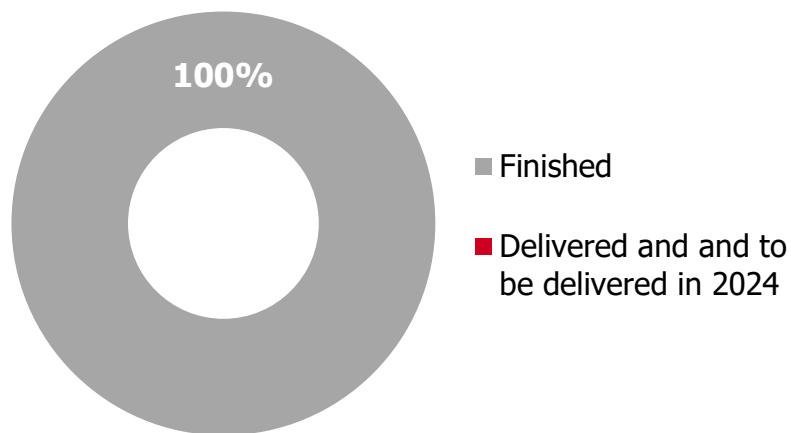
## Inventory Evolution – 1Q23 x 2Q24 | R\$ million



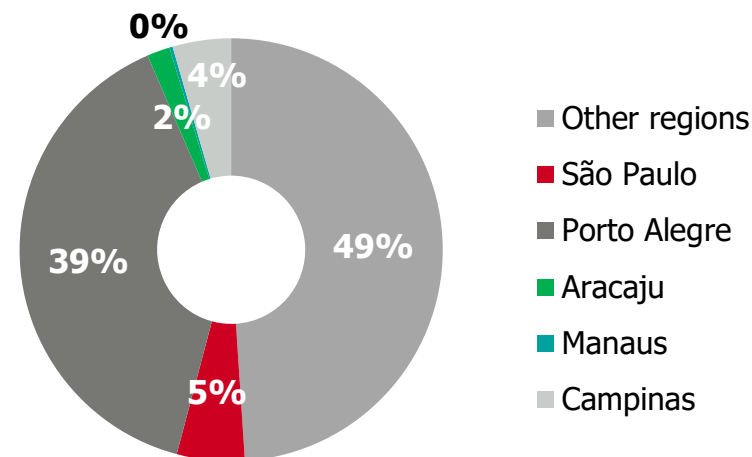
## Inventory 2Q24 | Year of Launch<sup>1</sup>



## Inventory 2Q24 | Construction Stage<sup>1</sup>



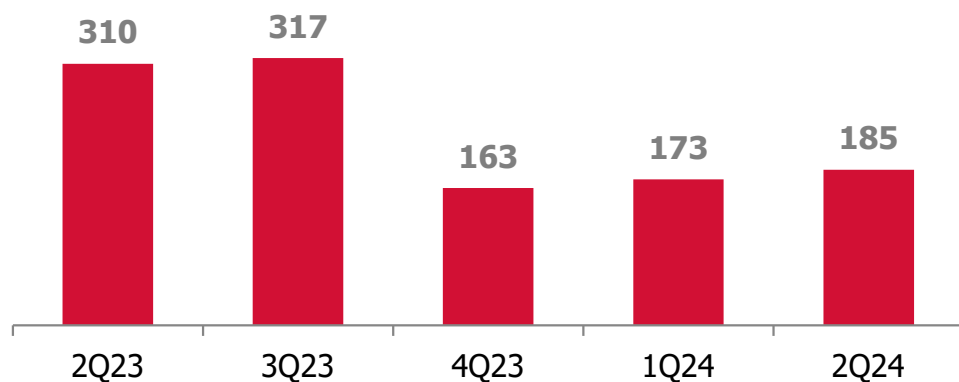
## Inventory 2Q24 | Region<sup>1</sup>



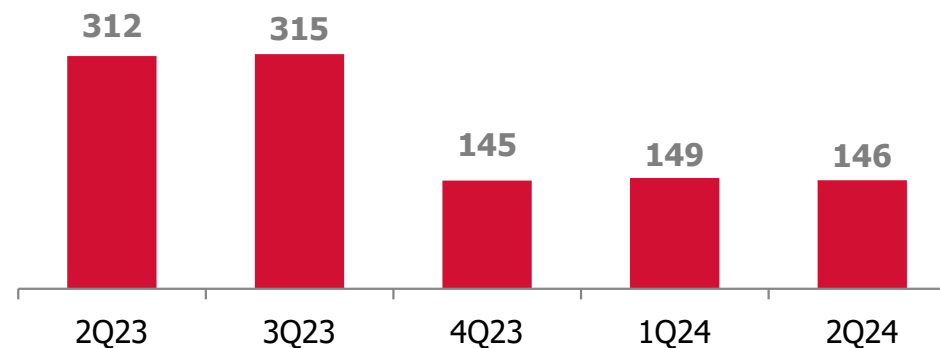
<sup>1</sup> Rossi's share.

# Debt Evolution - IFRS

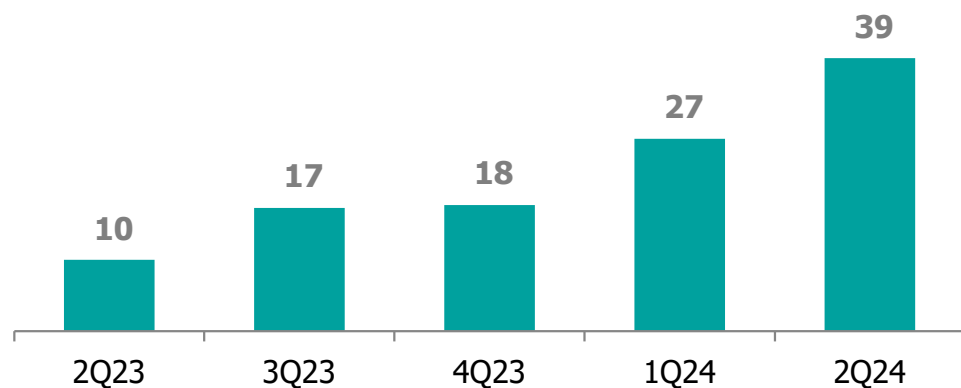
## Corporate Debt | R\$ million



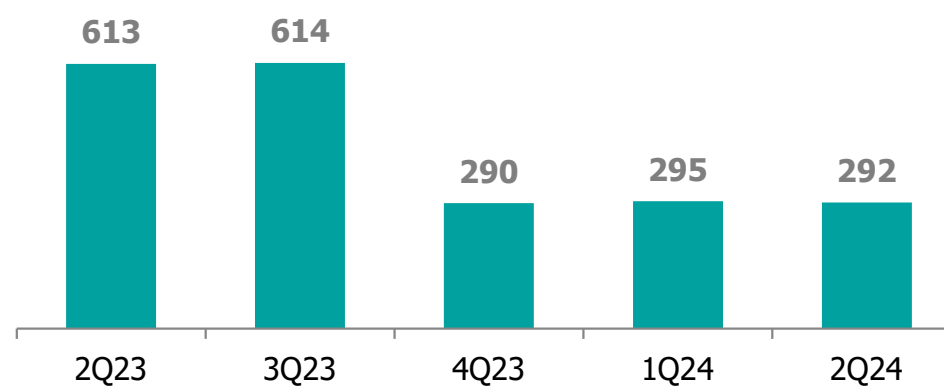
## SFH Debt | R\$ million



## Cash and Equivalents | R\$ million

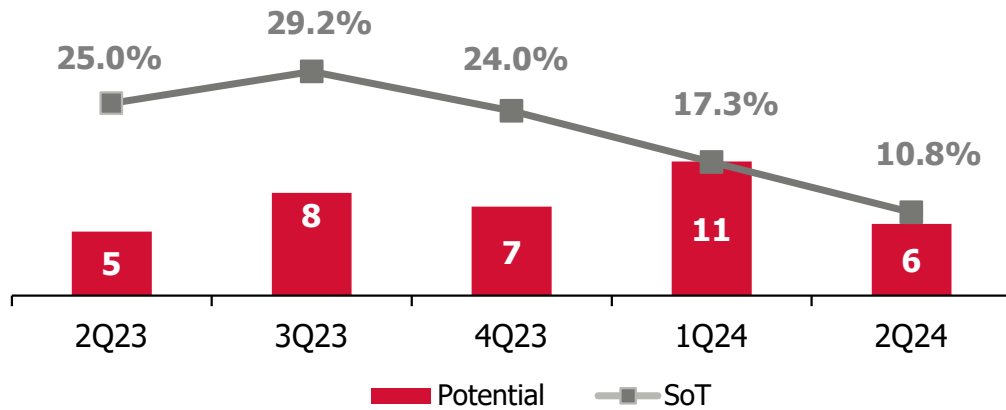


## Net Debt | R\$ million

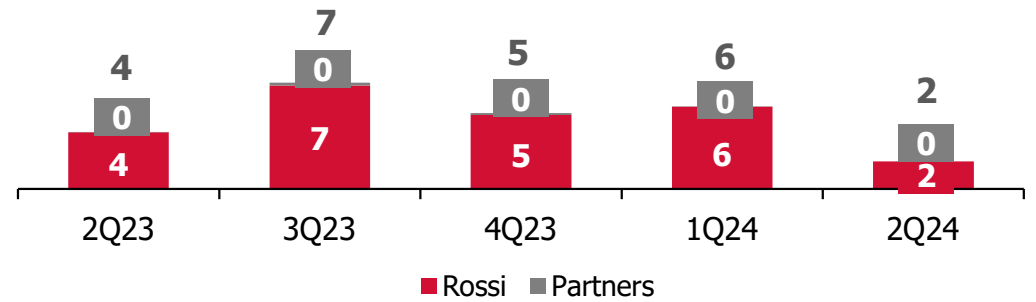


# Cash Flow Drivers

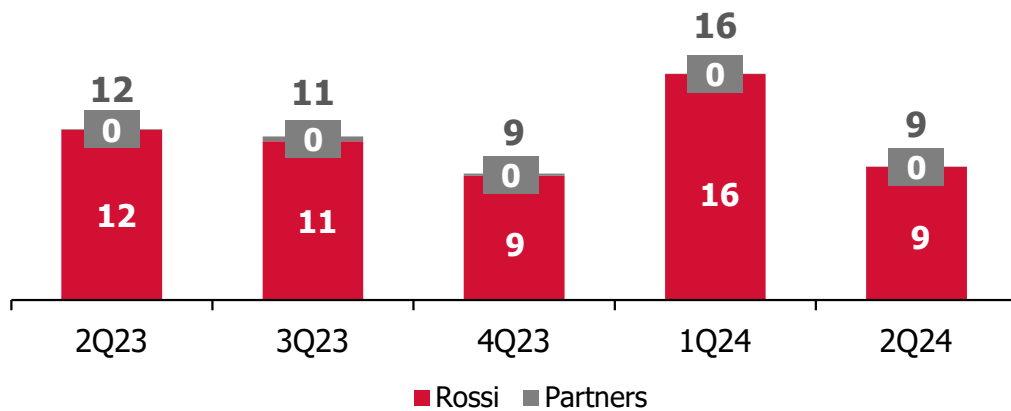
### Transfer Speed | SoT



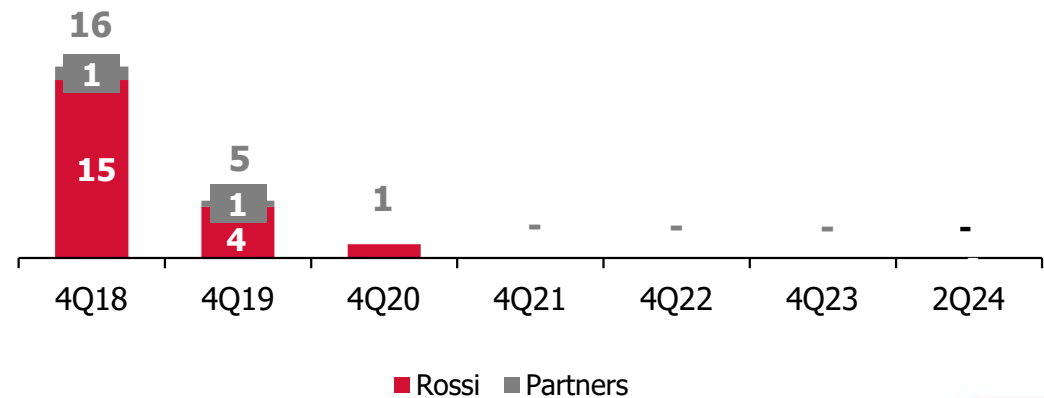
### Transfer (signature + settlement) | R\$ million



### Cash Inflow | R\$ million

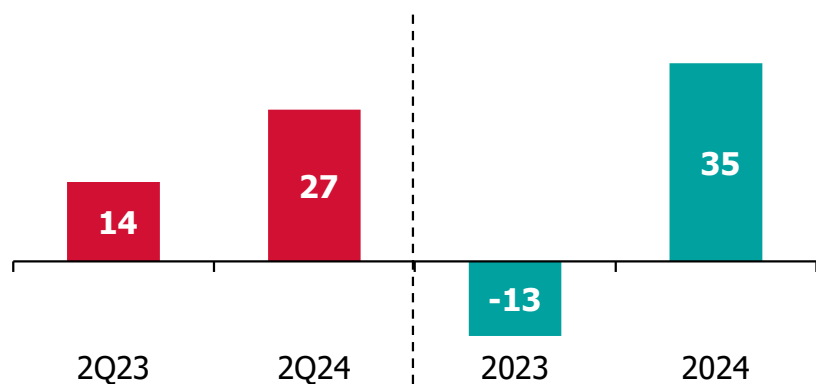


### Costs to be Incurred | R\$ million

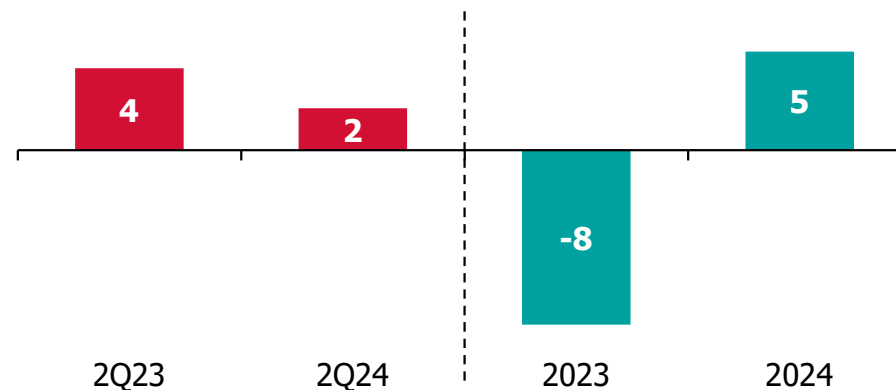


# Financial Highlights

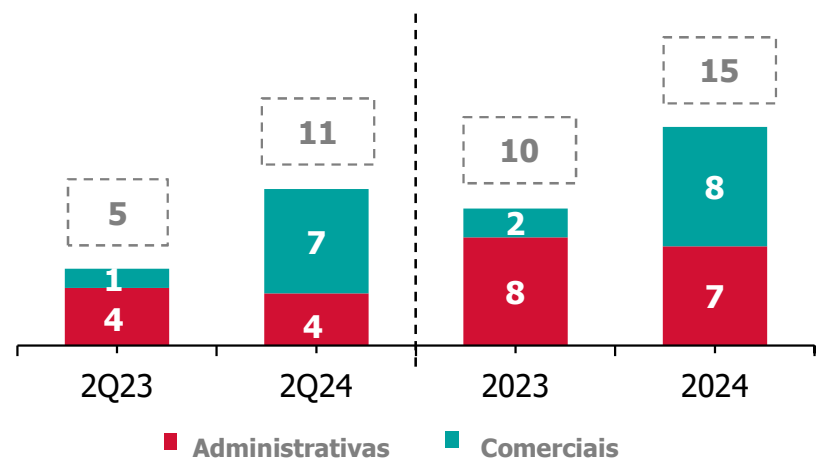
## Net Revenue | R\$ million



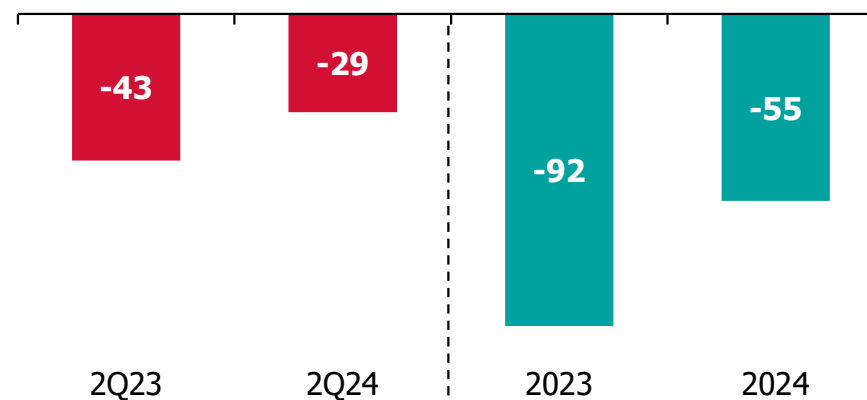
## Adjusted Gross Income<sup>1</sup> | R\$ million



## SG&A (IFRS) | R\$ million



## Net Income (Loss) | R\$ million



<sup>1</sup> Gross Margin excluding interest allocated to cost

## IR Team

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Vinícius Canto

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